

Message Text

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PAGE 01 PANAMA 01881 171646Z

63

ACTION XMB-04

INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06 SP-02

CIEP-02 LAB-04 SIL-01 OMB-01 NSC-05 SS-15 STR-04

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R 171445Z MAR 76

FM AMEMBASSY PANAMA

TO SECSTATE WASHDC 7079

UNCLAS PANAMA 1881

EO 11652: NA

TAGS: BPRO PN

SUBJ: EXIMBANK GUARANTEE FOR SALE OF MOTORGRADERS AND LOADERS TO
MINISTERIO DE OBRAS PUBLICAS, PANAMA CITY, PANAMA

REF: A STATE 51674, B PANAMA 1870

1. IN MEETING AT MINISTERIO DE OBRAS PUBLICAS (MOP)
EMBOFF OBTAINED INFORMATION REQUESTED REF A REGARDING THE SUBJECT
SALE. MOP OFFICERS CONFIRMED THAT PRELIMINARY STEPS TOWARD
PROCUREMENT OF LARGE QUANTITY OF ROAD MAINTENANCE EQUIPMENT,
INCLUDING ROAD GRADERS AND LOADERS UNDERTAKEN EARLY THIS YEAR,
BUT PLANS AND REQUIREMENTS HAVE CHANGED AS OUTLINED BELOW.

2. MOP VICE MINISTER FERGUSON AND PLANNING DEPARTMENT CHIEF
CISNEROS EXPLAINED THAT DECISION MADE EARLY THIS YEAR TO
ESTABLISH NEW PROGRAM FOR PROPER MAINTENANCE OF COUNTRY-WIDE
ROAD SYSTEM. NEED STEMS FROM CONSIDERABLE EXPANSION OF ROAD
NETWORK PAST SEVERAL YEARS WHICH HAS OVERTAKEN MAINTENANCE
CAPABILITIES. PROCUREMENT INITIATIVE OF EARLY THIS YEAR
AND RESULTING IN PROPOSED SALE DESCRIBED REF A, WAS TAKEN ON
URGENT BASIS AND DOES NOT ACCURATELY REFLECT CURRENT THINKING
ON TYPES, QUANTITIES OF EQUIPMENT AND FINANCING. MOP
RECENTLY EMPLOYED ROAD MAINTENANCE ADVISOR TO DRAW UP PLANS
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PAGE 02 PANAMA 01881 171646Z

FOR NEW SYSTEM AND DEFINE EQUIPMENT NEEDS. REQUIREMENT IS

FOR FEWER THAN 80 EACH GRADERS AND LOADERS, ALONG WITH TRUCKS AND OTHER EQUIPMENT TO WORK ON PROVINCIAL TEAMS ON NEW COUNTRY-WIDE ROAD MAINTENANCE PROGRAM.#TYPYDKZSXFHDRZWGMRZW QUANTITIES AND DOLLAR VALUE OF PROCUREMENT NOW UNDER STUDY. EXPENDITURE EXPECTED TO BE IN RANGE 5 TO 6 MILLION DOLLARS.

3. REGARDING FINANCING, MOP OFFICERS INDICATED EFFORT SECURE COMMERCIAL CREDIT OF TYPE DESCRIBED REF A MAY HAVE BEEN PREMATURE AND EXPRESSED PREFERENCE EXIMBANK LOAN PARTICIPATION. THIS PREFERENCE RELATED TO PANAMA'S HEAVY DEBT SERVICE PAYMENTS. THEY REQUESTED EMBASSY ADVISE THEM OF COVERAGE AND TERMS CURRENTLY AVAILABLE FROM EXIMBANK FOR THEIR USE IN SECURING CABINET LEVEL APPROVAL FOR THIS PLANNED PROCUREMENT. EMBASSY WOULD APPRECIATE EXIMBANK EARLY REPLY WITH THIS INFORMATION.

4. MOP PROVIDED FOLLOWING ADDITIONAL INFORMATION RESPONSIVE TO QUESTIONS RAISED PARA 3 REF A. MOP RECENTLY PURCHASED EQUIPMENT FOR ROAD MAINTENANCE LABORATORY AND IS ESTABLISHING NEW, CENTRALIZED ROAD MACHINERY OVERHAUL AND MAINTENANCE SHOP. THIS SHOP WILL PERFORM MORE EXTENSIVE REPAIRS AND PERIODIC OVERHAUL NOT POSSIBLE AT SHOPS IN EACH PROVINCE. MOP ALSO STEPPING UP ENROLLMENT AT OPERATORS AND MECHANICS SCHOOL IN DAVID.
JORDEN

NOTE: # AS RECEIVED.

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